

Message Text

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ORIGIN EA-12

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FM SECSTATE WASHDC
TO AMEMBASSY TAIPEI

UNCLAS STATE 226573

E.O. 11652:N/A

TAGS:BENC, BEXP, TW

SUBJECT:ROCKWELL INTERNATIONAL REQUEST FOR ASSISTANCE IN
OBTAINING COMMUNICATIONS SYSTEM CONTRACT

1. WASHINGTON REPRESENTATIVE LANEHAN OF ROCKWELL INTERNATIONAL HAS APPROACHED DEPARTMENT FOR ASSISTANCE IN COMPANY'S EFFORT TO OBTAIN CONTRACT WITH ROC MINISTRY OF NATIONAL DEFENSE FOR NEW MICROWAVE UHF COMMUNICATIONS SYSTEM. ACCORDING TO LANEHAN, ROCKWELL IS IN COMPETITION WITH SIEMENS OF WEST GERMANY, AND TRT, A FRENCH SUBSIDIARY OF PHILLIPS. HE SAID TECHNICAL AND PRICING PROPOSALS HAVE ALREADY BEEN SUBMITTED BY THE THREE COMPETITORS IN TWO-STEP PROCUREMENT PROCEDURE. THE TECHNICAL PROPOSALS WERE OPENED ON AUGUST 29; PRICE PROPOSALS ARE SLATED TO BE OPENED ON SEPTEMBER 19.

2. ROCKWELL ESTIMATES POTENTIAL EXPORT VALUE OF PROJECT AT
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\$6 - \$8 MILLION. LANEHAN SAID COMPANY HAS BEEN SOLE SUPPLIER OF COMMUNICATIONS EQUIPMENT TO ROC MILITARY FOR PAST 15 YEARS AND WISHES TO RETAIN ITS DOMINANT POSITION IN THE MARKET. HE CLAIMED THIS CONTRACT IS FIRST TIME DEFENSE MINISTRY COMMUNICATIONS PROJECTS HAVE BEEN OPEN TO COMPETITIVE BIDDING.

3. DEPARTMENT WOULD APPRECIATE EMBASSY MAKING INQUIRY
AND SENDING STATUS REPORT. THIS WOULD SEEM TO BE AN-
OTHER OPPORTUNITY TO PLUG BUY AMERICAN POLICY WITH GROC
OFFICIALS. CHRISTOPHER

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
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Copy: SINGLE
Draft Date: 07 sep 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
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Disposition Date: 01 jan 1960
Disposition Event:
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Drafter: WALUNDY:ARCK
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Legacy Key: link1978/newtext/t19780992/aaaacylx.tel
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Litigation History:
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Message ID: f1f56856-c288-dd11-92da-001cc4696bcc
Office: ORIGIN EA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
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Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
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Review Content Flags:
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Review Event:
Review Exemptions: n/a
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Review Release Date: N/A
Review Release Event: n/a
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Review Withdrawn Fields: n/a
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